

THE MIAMI-DADE GLOBAL TRADER



Message from the ITC Chair, Commissioner Natacha Seijas:

On behalf of the Mayor, the Chairperson and the Board of County Commissioners, residents, and members of the International trade community, welcome to the Jay Malina International Trade Consortium's (ITC) newsletter, the Miami-Dade Global Trader.

The past few months have been very exciting for the ITC. We have been fortunate to welcome several delegations, and details are being finalized for the Sister Cities Mission to Asti, Italy in September. Internally, positive changes are already evident in the structure and administration of the office, and we are looking forward to a very active autumn.

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VOLUME 3- ISSUE 2

AUGUST-SEPTEMBER 2006

Miami Trade Numbers 2006



The 2006 Miami Trade Numbers book has been published and copies are available through the Jay Malina International Trade Consortium (ITC). This year's publication by ITC and World City includes stories and statistics on South Florida's top trade partners for 2005 and some information about the first quarter of 2006.

The numbers show that Brazil is still Miami's top trade partner, with trade valued at \$9.0 billion in 2005. This shows an increase of 1.8% from 2004. Miami is the top U.S. Customs

District for trade with Brazil.

China came in as Miami's 7th Trade Partner with trade valued at \$3.4 billion. This indicates an increase of 34.1% since 2004. Results show that in the first quarter of 2006, China's overall trade with South Florida went up 15%.

The most dramatic change from last year was evident in the amount of exports to Venezuela which rose 36%. This propelled Venezuela to become Miami's second larg-

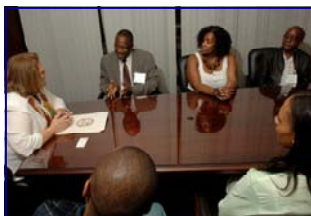
est trade partner.

According to WorldCity, this rise is due in large part to a construction boom in Venezuela that resulted in an increase of exports in construction machinery from Miami to Venezuela in 2005. It's interesting to note that Computers and Computer parts are still the number one export, and the new number one import is non-crude oil.

To request a copy of the 2006 Miami Trade Numbers, please contact the ITC.



South African Delegation Visits Miami-Dade County



Pictured Above: Commissioner Seijas and members of the South African Delegation.



Pictured Above: Commissioner Seijas and Mpho Moeti, Head of the visiting South African Delegation.

The Honorable Natacha Seijas, Chair of the Jay Malina International Trade Consortium (ITC) welcomed a delegation from South Africa on July 17, 2006. The delegation was led by Mr. Mpho Moeti, Senior Manager of Quality Assurance for the Gauteng Tourism Authority.

The delegation was in Miami for a Tourism Exchange & Familiarization Program, sponsored by the Greater Miami Convention & Visitors Bureau.

Delegates included representatives from South Africa's Department of Environmental Affairs and Tourism, the Office of Tourism Development of KwaZulu-Natal, as well as top officials from Cape Town Routes Unlimited, and the Eastern Cape Tourism Board.

The delegation was officially welcomed to the County by Commissioner Seijas. She stressed that meeting face to face with the delegates was a wonderful way to strengthen the ties that already exist between both communities. She also noted the significance of the visit because the ITC is planning a mission to South Africa in March, 2007; pending the recommendation of the ITC African Trade Initiative Committee.

ITC Staff later briefed the delegation on ITC's role within the County and its partnership with the private sector.

South Africa is Miami-Dade County's No. 1 African Trade Partner with a total trade value of \$135.8m (2005). For more information, please contact Desmond Alufohai at (305) 375-5808.



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AfrICANDO 2006

The 2006 AFRICANDO Hemispheric Summit on "Science, Technology and Research for Africa's Development" was held at Florida Memorial University campus from July 19 - 22, 2006. The Hemispheric Summit was organized by the Foundation for Democracy in Africa [FDA] www.democracy-africa.org and sponsored by numerous organizations including the Port of Miami, Miami International Airport, and ITC.

The Honorable Natacha Seijas, ITC Chair, the Honorable Audrey Edmonson, and the Honorable Dennis C. Moss, Vice-Chair of the County Commission attended the opening ceremony. H.E. Professor Nagia Essayed, Commissioner for Human Resources, Science and Technology for the African Union (AU) was the Keynote

speaker.

She emphasized the importance of encouraging women to become more involved in Science and called on the African Diaspora, "to invest in Africa by setting up manufacturing companies." Dr. Karl Wright, President of Florida Memorial University also spoke at the Summit.

Participants at AfrICANDO 2006 attended a **Diaspora Town Hall** meeting at Miami-Dade College. Mr. Fred Oladeinde, President of FDA, encouraged participants to collaborate with the Western Hemispheric African Diaspora Network (WHADN), the umbrella organization of African Diaspora and Civil Societies established by the African Union. Another highlight of the conference was the AfrICANDO Arts & Culture Folk



From Left to Right: Hon. Natacha Seijas, Miami-Dade County Commissioner and Chair of the ITC, Prof. Nagia Essayed, Commissioner for Human Resources, Science and Technology for the African Union, Dr. Amany Asfour, Chairperson of Human Resources, Science and Technology Cluster for ECOSOC - AU in Egypt, and Hon. Audrey Edmonson, Miami-Dade County Commissioner.

Festival which featured a fashion show and musical performances by artists from the Diaspora communities of the Western Hemisphere. For more information about FDA, please contact Anthony Okonmah, Executive Director or FDA at aokonmah@yahoo.com.



Paraguay



Above: Mr. Bogado (center), Mr. Fernandez, Mr. Ojeda, and the Paraguayan Delegation.



Above: Mr. Ojeda briefing the delegation. Mr. Bogado the first on the left and the Consul General is to his left.

The Honorable Victor Alcides Bogado Gonzalez, President of the Chamber of Deputies (Camara de Diputados) of Paraguay led a delegation of five Chamber Deputies on a short visit to Miami-Dade County at the end of July.

Paraguay's Consul General in Miami, the Honorable Carlos Alberto Ortiz worked with the ITC to arrange for the delegation to meet with County officials and to receive a tour and overview of the Dante B. Fascell Port of Miami.

The delegation met with Mr. Tony Ojeda, Executive Director of the Jay Malina International Trade Consortium. Mr. Ojeda provided a thorough briefing on Miami-Dade County and an overview on

trade between Miami-Dade County and Paraguay.

Mr. Alex Fernandez met with the delegation on behalf of the Honorable Joe A. Martinez, Chair of the Board of County Commissioners. A County Key was presented to the head of the delegation. The Consul General of Paraguay is currently meeting with various entities to plan a possible trade Mission to Paraguay.

Paraguay is Miami's 24th largest trade partner. In 2005, two way trade totaled \$789.1 million. This visit was also particularly significant because Asuncion, Paraguay is one of Miami-Dade County's Sister Cities.



Australia

On July 27, 2006, the U.S. Commercial Service hosted a meeting in West Dade to announce the benefits available for South Florida businesses to trade with Australia. Ms. Beryl Blecher, Commercial Counselor for the U.S. Commercial Service in Sydney, Australia provided a full presentation on the vast opportunities that exist for South Florida Businesses in Australia. Mr. Tony Ojeda, Executive Director of the ITC, gave a presentation on ITC functions. Members of ITC Staff were also present.

The Australia-United States Free Trade Agreement (AUSFTA) entered into force on January 1, 2005. As a result, more than 99 percent of U.S. manufactured exports to Australia have become duty-free.



Cameroon

ITC Staff hosted a delegation of three television journalists from Cameroon on July 28, 2006. The journalists visited Miami as part of a U.S. tour sponsored by the U.S. Department of State's Office of Broadcast Support. They are producing a documentary titled, "Against All Odds; The Art of Building and Sustaining Small Businesses." Their intention was to understand how small businesses are run in the U.S. and what support the government provides.

The journalists visited various Miami-Dade County agencies and met with small business owners and representatives from business incubators. They were briefed on the role and function of the ITC by the Executive Director, Mr. Tony Ojeda. Members of the African Bi-National Chambers of Commerce hosted the delegation to a reception.



Canada

The ITC was among the sponsors of an incoming trade mission organized by the Florida Foreign Trade Association (FFTA) in partnership with Ontario Agri-Food Technologies. Dr. Gord Surgeoner, president of Ontario Agri-Food Technologies (OAFT) led the delegation of eight (8) Canadian companies.

Canadian Consul General Marcy Grossman was the keynote speaker at the luncheon on July 26th. She announced that Canada's bilateral trade with Florida was valued at \$6.8 billion in 2005 and Canada is considered to be Florida's # 1 economic partner.

Mr. Tony Ojeda, Executive Director of the ITC was also met with the delegation and participated as a speaker at the luncheon.



Russia

A delegation from Moscow, led by Mr. Lypsits Leonid Moiseyevich, Head of the Department for Transportation and Communications for the City of Moscow visited Miami-Dade County on July 21, 2006. This visit was organized by the U.S. Federal Transit Administration (FTA) and included officials from the Moscow Motor Road Institute, the Center for Road Traffic for the City of Moscow and Commercial Specialists from the U.S. Embassy in Russia.

The delegation met with Miami-Dade Transit officials who provided briefings on various issues including safety and security, and technology and training. They also met with Tony Ojeda, Executive Director of the ITC. ITC staff arranged a tour of the Traffic Control Center by the Department of Public Works. Meetings were held with representatives from Miami-Dade Police, and officials from Miami-Dade's School Board.

ITC Updates

The Jay Malina International Trade Consortium (ITC) is happy to announce recent promotions and new staff members. The ITC wants to congratulate Mr. Jimmy Nares on his recent promotion from Chief of Finance and Administration to the position of Assistant Director. Mr. Nares has a Masters Degree in Business Administration, and is one of the original employees of ITC. He started with our agency in January, 2002.

Please join us in welcoming the following new Staff Members:

Mr. Ricardo Bran joined the ITC as Assistant to the Executive Director on July 6, 2006. Mr. Bran most recently held the position of Media Relations Specialist for the Board of County Commissioners and has worked in Miami-Dade

County since October 2001. Prior to this, Mr. Bran was a Program Coordinator for the Junior Chamber of Commerce International (JCI).

Ms. Elizabeth Moss is the new Senior Executive Secretary to the Executive Director of the ITC. Ms. Moss has been with Miami-Dade County for the last three years and comes to us from the Security and Administration section of the Aviation Department, where she gained knowledge in several areas that are relevant to the work done at the ITC. She is in the process of completing a B.A. in Business Administration.

Candidates for the position of Senior Sister Cities Coordinator are currently going through the interview process. It is anticipated that the selection process will be completed by mid September.



EVENTS

August 23: UPS & US Chamber of Commerce Present
Biltmore Hotel
1200 Anastasia Ave.
Coral Gables, FL
Tel: 305-445-8066

September 1 - 3: International Gem & Jewelry Show Inc.
Miami Beach Convention Center
1901 Convention Center Dr.
Miami Beach, FL
Tel: 305-673-7311
Fax: 305-673-7435
www.intergem.net

September 15: Fourth Annual Sister Cities Art Exhibit
Miami Dade College Tower Theater
1508 S.W. 8th Street
Miami, FL
Mayda Rescendi
Tel: (305) 375-5280
mresc@miamidade.gov

August 25: 10X International Ballet Festival 2006
Tower Theater
1508 SW 8th Street
Miami, FL
Tel: 305-549-7711
Fax: 305-549-7178
www.miamihispanicballet.com

September 8 - 14: Goodwill Mission to Asti, Italy
Mission by the Jay Malina International Trade Consortium (ITC) and the Sister Cities Program of Miami-Dade County
Mayda Rescendi
Tel: (305) 375-5280
mresc@miamidade.gov

September 14 - 15: Tenth Annual Miami Herald Americas Conference
Biltmore Hotel
Coral Gables, FL
Lourdes Alvarez
Tel: (305) 376-4989

Consular Corner

The Honorable Gianfranco Colognato, Consul General of Italy has been extremely helpful in working with the ITC to coordinate the arrangements of the upcoming Sister Cities Mission to Asti, Italy. The Goodwill Mission to Asti will take place from September 8-September 14, 2006. The support received from the Italian Consulate during the various stages of the planning process has been invaluable.

Miami-Dade County is fortunate to have 57 Consulates located within its jurisdiction. The ITC will be dedicating a section of *The Miami-Dade Global Trader*, to highlighting the activities and initiatives of our local Consular Corps. Please contact Cleopatra Contreras at (305) 375-4750 or cleo@miamidade.gov to submit information.

**Please note that dates are subject to change.
To announce upcoming events please call (305) 375-4750.**



J.A. Ojeda, Jr.
Executive Director

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